



## **A Proposal for City of Parlier**

### ***History***

Founded in 2004, California Consulting, LLC has a solid reputation for hard work and a commitment to success for its clients. California Consulting, LLC is the largest grant writing firm in California. With offices in Southern California, Northern California and Central California, we have almost 80 clients statewide. We have over 30 members of our team from Chico in the North, to San Diego in the South.

California Consulting has developed an expertise in representing public agencies, private companies, and non-profit organizations. We have secured over \$1.5 billion for our clients since inception through grant writing and government advocacy efforts combined.

The California Consulting team boasts nearly 25 grant writers. Through years of experience our grant writers have a proven track record of success and have mastered their skills of identifying, researching, and obtaining funding for significant projects at every level of government. California Consulting grant writers have written over 765 competitive grants that have been funded, generating almost \$185 million for our clients. Our aggressive, hard-working, and results-oriented style has translated into millions of dollars for our clients. Our professional grant writers are diligent and stay current on every Federal and State grant available on a myriad of different topics and public policy areas. Whether it is recreation, education, parks money, or public safety our grants team knows where to locate grant funds and how to successfully write the applications.

### ***Sacramento Trips***

Our office regularly organizes trips to Sacramento for our clients. We organize a full day of meetings with key State Agencies with grant monies available. Usually the City Manager or District Superintendent along with elected officials will attend the day long visit to the Capitol accompanied by California Consulting. These visits include a full day of meetings with State Agencies and key decision makers for grant money.

### ***Events***

In order to keep our clients regularly informed of updates from the Capitol, we routinely invite special guests from Sacramento to visit with our clients. We periodically host invitation only events with a key elected or appointed official from Sacramento. We have held events in Montebello, Salinas and Fresno. Guests have included CalTrans Director Malcolm Dougherty, the Governor's Cabinet Secretary, Director of California Governor's Office of Business and Economic Development, Kish Rajan and other key policymakers. This allows clients to interact with major policymakers in a unique small group setting.

### ***References***

California Consulting references include key leaders from around the State. Our relationships are bi-partisan and we have references from major figures and leaders in both political parties.

California Consulting currently represents over 35 cities across California, almost 40 School Districts, non-profits and others. We have also been retained to work for agencies including Chevron Corporation and academic institutions including the California Institute of Technology in Pasadena, as well as several private sector clients. A full client list can be obtained at [www.californiaconsulting.org](http://www.californiaconsulting.org).

### ***Grant Writing***

California Consulting is a full service grant writing firm. We are experts in the fields of grant research and identification, preparing comprehensive and concise grant application packages, submitting grants in a timely fashion, follow through after the grant has been submitted to determine the status of the grant and post award compliance and administration.

California Consulting has a fundamental business philosophy founded on open communication and tailoring the grants we go after to fit our client's needs.

1. **Needs Assessment (Meetings with Department Heads to review priorities and funding needs):** We learn about the client at the outset of the contract by conducting an in-depth Needs Assessment. Each client is assigned a lead Project Manager. The Project Manager communicates regularly with the client and on an ongoing basis. This relationship building is the key to keeping the grants pursued on target with the client's overall goals.
  - Sample questions asked during the Needs Assessment:*
  - a) List and describe any program initiatives or priority projects.
  - b) What needs, projects, or content areas would you like to target for funding? You can list specific projects or general areas in which you have funding needs.
  - c) List any grants for which you are considering applying or have decided to apply. In addition, please list what kind of grant-writing support would be helpful for each grant.
  - d) List past grants that have been funded.
  - e) List past grant applications you would like to revise and submit again.
2. **Facilitation of Department Decision Making Processes:** Our Project Managers are experts on grant identification. With years of experience, your Project Manager will be able to assist your Staff in deciding which grants make the most sense on meeting the funding needs identified.
3. **Grant Research and Identification:** Our Project Manager's conduct thorough research on an ongoing basis. We track current and upcoming grants in order to let our client's know what is available and what we recommend would fit their situation. By regularly tracking grant announcements we are able to present these grant opportunities to our clients as soon as they are released. California Consulting will provide you with a Grant Activity Report monthly detailing the grants available, grants in progress and grants submitted. You will also be provided with available grant opportunities on an ongoing basis.
4. **Client Commitment:** When identifying grants that meet the your needs and funding priorities, your Project Manager will advise you of the estimated time commitment required from your staff.
5. **Grant Preparation Process:** When your staff and California Consulting agree to pursue a grant, we will develop a checklist and schedule. The checklist and schedule will include what things you will be responsible for and when we will need them submitted. We need your staff involved in the grant preparation process to provide required information we don't have access to. The Project Manager will provide you with grant

portions along the way for you to review for content accuracy. The more engaged you are able to be in this process, the higher quality the application will be. California Consulting retains copies of all grants we've submitted. If the application was successful, we use it as a guide for future grants.

Below is a list of general tasks for our grant process:

- a. Create a task timeline with due dates
  - b. Ensure the proposed project meets the grant agency's requirements
  - c. Review similar successful grant applications and apply where possible
  - d. Collect information on the project
  - e. Meet with staff to create an accurate scope of work, budget, timeline, narratives, and cost analysis
  - f. Obtain letters of support when necessary
  - g. Draft proposals and send to staff for review
  - h. Incorporate staff edits in final drafts
  - i. Submit completed application timely
  - j. Monitor funding agency until grant awards are announced.
6. **Quality Assurance:** California Consulting takes pride in our impeccable grant applications. We are successful in this area due to our thorough quality assurance measures. Our Grant Managers conduct group meetings with all Project Managers regularly. In addition, our Grant Managers meet individually with each Project Manager to review each client. These meetings thoroughly discuss each client's needs, what grants are being worked on and what additional grants may be a good fit. Our Grant Managers review grant applications prior to submission. This ensures the best quality product before the grant application is submitted.
  7. **Facilitation of Partnership Meetings:** Our Project Managers will arrange and schedule meetings with key personnel to review all grants prior to submission to ensure application accuracy.
  8. **Timely Submission:** We create a precise timeline to ensure the grant is submitted on time. This timeline not only captures the submission deadline, but we create other deadlines in order to obtain the information needed for a quality submission. We believe if everyone is on the same page and is aware of what needs to be done, we can limit scrambling at the last minute.
  9. **Funding Agency Monitoring:** California Consulting will monitor the Funding Agency until grant awards are announced.
  10. **Grant Administration:** Some grants require post award compliance, reporting and administration. California Consulting will prepare required agency reports and submit them by the required due date. We propose that to the extent legally allowed, the Client hire California Consulting as grant administrators when dollars are available from within the grant (at no additional cost to you). When grant dollars from the grant are not available for administration, reporting and evaluation purposes we will provide basic administration services to the Client as part of our monthly retainer services.
  11. **Progress Reporting:** When contracted on monthly retainer, California Consulting will prepare a monthly report reflecting grants in progress, grants submitted and grants awarded. This will provide you and your Council/Board with a clear return on investment.

### ***Pricing***

California Consulting offers two different pricing options for Grant Writing services. This pricing includes all grant research, grant identification, grant writing and post award administration.

Pricing Options:

1. Monthly Retainer Option
2. Per Grant Option

**Monthly Retainer Option**

California Consulting offers a set monthly retainer to include the following services:

Task	Included in Price
Meet with Client Staff to ascertain needs and goals.	√
Conduct background research as requested by Client.	√
Attend meetings in person or by teleconference as necessary.	√
Develop schedule for grants chosen by Client.	√
Preparing and writing all grant applications chosen by Client	√
Develop evaluation strategies in accordance with funding agency's instructions.	√
Adhere to decisions made by Client relating to grants.	√
Draft and finalize grant language with direction of Client.	√
Ensure timelines for grant submittal are met.	√
Monthly reports to include grants in progress, grants submitted and grants awarded.	√
Regular communication via email and/or phone regarding upcoming grant opportunities.	√

The monthly retainer package is the most cost effective method for the Client. For 13 years, the monthly retainer method has been an effective and successful method for California Consulting in serving our various clients throughout the State.

We propose a discounted, flat monthly rate of **\$2,500.00** plus reimbursement of out of pocket expenses for services explained above.

**Per Grant Option**

We propose a cost on a "Per Grant" basis, plus reimbursement of out of pocket expenses. Grant research, grant identification and administration can be provided at an hourly rate of \$95.00. The following is a breakdown of cost per grant:

Grant Amount	Cost
Up to \$10,000	\$1,000
\$10,001 - \$50,000	\$3,000
\$50,001 - \$100,000	\$4,000
\$100,001 - \$250,000	\$6,000
*Over \$250,000	\$8,000 - \$12,000

*\*Cost will be determined based on complexity of grant preparation for grants exceeding \$250,000*

For research completed at an hourly rate, Client may specify a "not to exceed" amount.

# CITY OF PARLIER

*Presented by*  
**California Consulting, LLC**

**Shari Herbold – Director of Operations**  
**Tristan Shamp – Statewide Grants Manager**  
**Lee Neves – Associate**  
**Ann Vermel – Senior Grant Writer**

*February 1, 2017*



## Processes Used

- ▶ In-Depth Needs Assessment to understand the City's funding goals and priorities
- ▶ Specific Research is conducted based on the City's needs
- ▶ Provide current grant opportunities that meet the City's unique priorities and funding goals
- ▶ Once a grant is selected, we provide the City with a timeline and schedule to ensure timely submission
- ▶ We write all sections of the grant application and provide the City with a draft to provide final input and edits prior to submission
- ▶ Our Grant Management Team reviews the application prior to submission to ensure a quality product
- ▶ We monitor the funding agency until grant awards are announced
- ▶ We provide grant administration and post award compliance as needed
- ▶ We provide the City with monthly reports to reflect grants in progress, grants submitted and grants awarded. This provides City Management and Council with an accurate return on investment

## History of California Consulting, LLC

- ▶ Founded in 2004 on a solid reputation for hard work and a commitment to success for its clients
- ▶ We are the largest grant writing firm in California
- ▶ Developed significant expertise in representing municipalities statewide
- ▶ Have secured well over \$1.5 billion for our clients through grant writing and advocacy efforts combined
- ▶ Over 25 professional grant writers with a proven track record of success
- ▶ Identified, researched, and obtained funding for more than 760 significant grants for projects at every level
- ▶ Current on nearly every Federal, State, local and foundation grant available on a myriad of different programs
- ▶ Know where to locate funds, successfully write the applications, and complete post-award compliance requirements

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## Recent Municipal Success!

The City of Hermosa Beach was awarded their Prop 1 Storm Water Grant Program in the amount of \$3,099,400!



The City of Upland was awarded their FEMA Staffing for Adequate Fire & Emergency Response (SAFER) Grant in the amount of \$2,499,627!



The Cities of Lynwood and Lompoc both received their Housing Related Parks Program (HCD) Grants totaling over \$800,000!



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# Similar Client Success

City of Waterford  
 Population: 8,610  
 \$2.74 million  
 1490% ROI (5 yrs.)



City of Paterson  
 Population: 20,888  
 \$4.8 million  
 \$3493% ROI (5 yrs.)



City of Oakley  
 Population: 38,194  
 \$900,000  
 837% ROI (2 yrs.)



## Municipal References

1. City of Montebello - Francesca Tucker-Schuyler - City Administrator; (323) 889-9414; [fschuyler@cityofmontebello.com](mailto:fschuyler@cityofmontebello.com)
2. City of Newiman - Michael Holland - City Manager; (209) 862-3665; [mholland@cityofnewiman.com](mailto:mholland@cityofnewiman.com)
3. City of Lamport - Kurt Lalibow - Fire Chief; (805) 736-4513; [k.lalibow@cityoflamport.ca.us](mailto:k.lalibow@cityoflamport.ca.us)
4. City of Monterey Park - Paul Talbot - City Manager; (626) 307-1235; [PTalbot@montereypark.ca.gov](mailto:PTalbot@montereypark.ca.gov)
5. City of Port Huerneme - Rod Butler - City Manager; (805) 986-6501; [RButler@cityofporthuerneme.ca.us](mailto:RButler@cityofporthuerneme.ca.us)
6. City of Patterson - Ken Irwin - City Manager; (209) 895-8015; [kirwin@cityofpatterson.ca.us](mailto:kirwin@cityofpatterson.ca.us)
7. Cosumnes Community Services District - Jeff Ramos - General Manager; (916) 493-7150; [jeframos@yourcsd.com](mailto:jeframos@yourcsd.com)
8. City of Waterford - Tim Ogden - City Administrator/Manager; (209) 874-2328 x103; [togden@cityofwaterford.org](mailto:togden@cityofwaterford.org)
9. City of Montebello - Vivian Romero - Council Member; (213) 376-4466; [vromeromustf@gmail.com](mailto:vromeromustf@gmail.com)
10. Kosmont Companies - CEO - Larry Kosmont (213) 417-3333; [lkosmont@kosmont.com](mailto:lkosmont@kosmont.com)
11. League of California Cities, Los Angeles Division - Robb Kohrke, Former Executive Director; (562) 912-3483; [robbs@lccscfo.org](mailto:robbs@lccscfo.org)

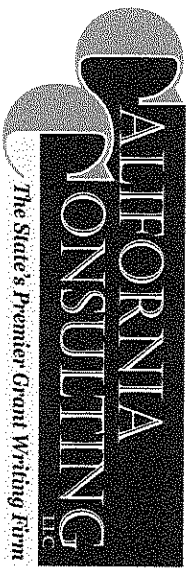
## Success with the City of Parlier!

California Consulting worked with the City of Parlier for over 5 years. During this time, we wrote 20 successful grant applications totaling nearly \$5 million for the City!



The BEST choice for the

**City of Parlier**



*Thank you for your time!*



*and*

City of Parlier

*~By the Numbers~*

**Total Grant Awards \$4,881,515**

Planning and Technical Assistance General Allocation	\$54,000
Justice Assistance Grant (JAG)	\$49,119
COPS Hiring	\$252,554
CalRecycle Tire Derived Product	\$56,250
CalTrans Safe Routes to Schools	\$205,000
Commercial Equipment Direct Assistance Program (CEDAP)	\$3,785
Urban Drought Assistance	\$250,000
CDBG Enterprise Fund	\$500,000
DOJ Bullet Proof Vest Program	\$4,107
Economic Development Administration – Parlier Industrial Park Infrastructure Improvements	\$2,680,000
Office of Traffic Safety DUI Grant	\$60,000
Housing and Community Development Grant (CDBG)	\$300,000
Department of Conservation – Beverage Container Recycling	\$5,000
Office of Traffic Safety – Seat Belt Campaign	\$15,000
CalRecycle Tire Derived Product	\$75,000
USDA Rural Development Community Facilities Grant	\$33,000
CA Integrated Waste management Board – Rubberized Asphalt	\$175,000
Stewardship Council Soccer Field	\$140,000
DOJ Bullet Proof Vest Program	\$5,000
CDF Urban Forestry Grant – 180 Trees	\$18,700

**Total Paid to CC \$139,750**

**Return on Investment 3493%**

**Total earned for City \$4,741,765**

**\$ Per Working Day \$3,368**

**Working Days 1,408**

*(5 Years, 5 Months)*

As of 12/31/16



## Municipal References

1. **City of Montebello** – Francesca Tucker-Schuyler – City Administrator; (323) 889-9414; [fschuyler@cityofmontebello.com](mailto:fschuyler@cityofmontebello.com)
2. **City of Newman** - Michael Holland - City Manager; (209) 862-3665; [mholland@cityofnewman.com](mailto:mholland@cityofnewman.com)
3. **City of Lompoc** – Kurt Latipow – Fire Chief, (805) 736-4513; [K\\_latipow@ci.lompoc.ca.us](mailto:K_latipow@ci.lompoc.ca.us)
4. **City of Monterey Park** – Paul Talbot – City Manager, (626) 307-1255; [PTalbot@MontereyPark.ca.gov](mailto:PTalbot@MontereyPark.ca.gov)
5. **City of San Fernando** – Brian Saeki – City Manager, (818) 898-1202; [BSaeki@sfcity.org](mailto:BSaeki@sfcity.org)
6. **City of Patterson** - Ken Irwin – City Manager, (209) 895-8015; [kirwin@ci.patterson.ca.us](mailto:kirwin@ci.patterson.ca.us)
7. **Cosumnes Community Services District** – Jeff Ramos – General Manager; (916) 405-7150; [jefframos@yourcsd.com](mailto:jefframos@yourcsd.com)
8. **City of Waterford** - Tim Ogden – City Administrator/Manager; (209) 874-2328 x103; [togden@cityofwaterford.org](mailto:togden@cityofwaterford.org)
9. **City of Montebello** – Vivian Romero – Council Member; (213) 379-4466; [vromeromusic@gmail.com](mailto:vromeromusic@gmail.com)
10. **Kosmont Companies** – CEO - Larry Kosmont (213) 417-3333; [lkosmont@kosmont.com](mailto:lkosmont@kosmont.com)
11. **League of California Cities, Los Angeles Division** – Robb Korinke, Former Executive Director; (562) 912-3483; [robb@grassrootslab.com](mailto:robb@grassrootslab.com)



## I.

### **Comprehensive Behavioral Services (CBS)**

**Authored By Susan SH Bechara B.A**

The core focus of this program will consist of a comprehensive minimum 12 – 26 weeks (2 hours per sessions) curriculum designed for at risk youth ages 8- 25 and adults that are referred to the program via Juvenile Court, Adult Court, Parole, Police Department, Sheriff's Department, Schools and other agencies. \* *We take a "Whole Family Approach," Which focus on healing the entire family.*

**The curriculum is based on Accountability, Responsibility, and Consequences.**

- The content of the teachings is focused on conversion of the hearts rather than external behaviors.
- The method of the teachings could be considered radical but also practical because the primary teaching tools are based on real testimonial life experiences.
- The stories and methods that are used are easy for ordinary people to understand, which means they were accessible and practical to ordinary people, especially the less educated to understand and comprehend.
- We constantly try to get to the root of every situation, and explore the root of every problem, and to expose and transform the root of each person's heart.
- The curriculum is different than just reading, doing research and exploring resources. We cut through the complexity. With simple clarity, and simplicity we summarize the teachings into examination of conscience, that is the ability to "LOVE" self first in a healthy way and the ability to love their family, neighbors, community and country, thus becoming a productive citizen.
- We encourage and challenge each person to engage in personal, social and spiritual awareness about their lives, where they were in the past, where they are in the present, and where they see themselves in the future.
- Finally to help them discover for themselves when they are ready to open their hearts and minds, **CHANGE** will happen.

**The following topics are as follows:**

1. **Gang diversion**
2. **Anger Management.**
3. **Batterers program for Teens**
4. **Teen parenting**
5. **Healthy Relationship for teens**
6. **Substance Abuse.**
7. **Truancy and Drop Out Prevention**
8. **Conflict Resolution**
9. **Juvenile DUI program**

**\* In addition:**

**Specialized training in the following topics are also available for professionals and agency staff.**

- **8 hour course in Mental Health First Aid certified education**
- **Conflict Resolution ( Peacemaking Circle model)**
- **Effective Communication and Listening Skills**
- **Race Relations**
- **Suicide Prevention**
- **Time Management**
- **Gang Awareness/ Gang Culture**

*\*Classes are taught by certified Instructors.*

**Services to be delivered:**

Staff will be sensitive to the needs of specific cultures and possible language barriers of the individual who are referred to the program.

To the greatest degree possible, service will be delivered on sites at school or other designated facilities, and to conduct outreach in the program participant's own home at flexible hours if needed. This includes consistent telephone calls and face-to-face contacts at home-visits to ensure completion of planned elements of service for each participant. We will track and monitor improvements in each of the participant's lives by including and focusing on all family members. Both the individual and the support group of the family will work together to help the participant become a productive member of society.

- **Assessments**
- **Introduction to program curriculum**
- **Case Planning**
- **Supportive aftercare services**
- **Case Management**
- **Interpersonal and Family Counseling**
- **Linkages to existing community resources**

**The program services and the curriculum are written to provide the most Effective Comprehensive, Practical and more intensive Early Intervention and Prevention approach to the participants.**

## **II.**

### **Successful Completion Criteria**

#### **Phase 1) Assessment and Case Plan Development**

Goals/Objectives for youth and family

- To comply fully with the terms of the contract service
- To attend the scheduled appointments for a thorough assessment and provide all necessary documentation and information as needed
- To comply with direction and counsel of parents (Minors under 18 only)
- To attend all classes

#### **Phase 2) Implementation of Case Plan**

Goals/Objectives for youth and family

- Participants to comply with the Term of school requirements, probation/parole supervision
- Parents and youths to attend all scheduled classes
- Both parents and youth are to participate in all sessions
- Youth under 18 to attend school or work (if appropriate)
- Participants to behave respectfully and with positive attitude at home and during class

#### **Phase 3) Monitoring Progress and Development of a Relapse Prevention Plan**

Goals/Objectives for youth and family

- Work with case manager to develop a relapse prevention plan
- Participant to have met the above goals for at least 2 months, the participant continues to :
- Comply fully with the terms of school officials, their probation/parole supervision
- Attend and participate in all scheduled class sessions

#### **Phase 4) Successful Completion/Graduation**

Goals/Objectives for youth and family

- The participant and family have established an improvement in family functioning
- The participant is compliant with the term of the referring agencies, probation and or parole for at least 3 months
- The participants condition has been stabilized for at least 3 months
- Participant has successfully completed all classes.